



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA (www.mdbusinessincubation.org)*

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Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New Tenants:

- **Ariadne Genomics**, Ilya Mazo, founder
Ariadne Genomics is a bio-informatics company developing software products and analytical tools in the merging areas of computational biology.

New and Noteworthy:

- **InteliTrac**, **Rexahn** and **OrthoSpot** all have expanded within the MTDC:
 - **InteliTrac**, which is a software development company, has more than quadrupled its space and employs 21 people.
 - **Rexahn**, which seeks to produce validated drug targets and drug leads, and develops new proprietary drugs that address unmet medical needs, has added lab and office space to accommodate its growing workforce of 12.
 - **OrthoSpot**, which provides e-commerce technology designed for orthopedic surgeons, saw sale revenues top \$1 million.

Graduate News:

- **NexTone Communications**, which makes software that helps telecom carriers securely connect their voice-over-Internet-protocol systems, last month graduated from the MTDC and moved into a larger facility in the North end of the 270-Technology Corridor. The company moved to the MTDC in 1999 with four employees and has now grown to more than 20 employees.



Technology Advancement Program (TAP) University of Maryland College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New and Noteworthy:

- **DataStream Conversion Services, Inc.**, which converts data into eXtensible Markup Language for online services, publishers and the U.S. Congress, has signed a multi-year deal with Guide Star. Guide Star is the nation's largest database of nonprofit organizations and also does work in the medical, legal and international recording industries. In addition to this deal, DataStream also is developing a software toolkit that will enable virtually any computer user to convert data from one format to another, even if they lack specialized programming skills.
- **BioSurface Engineering Technologies, Inc. (BioSET)**, which licenses lubricious, thrombo-resistant and diffusion barrier technologies to medical device manufacturers around the world, will vie for funding with nine other companies at the Washington, D.C. Technology Council's fourth annual Early Stage Capital Forum, to be held Friday, Feb. 7, 2003.

Graduate News:

- **Martek Biosciences Corp.**, which develops and sells products from microalgae, was part of a January study in the journal *Pediatrics* that lends further support to the benefits of Martek's supplements for infant formula. The study's findings demonstrated that mothers who supplemented their diet with fatty acids rich in the supplement docosahexaenoic acid during pregnancy and lactation gave birth to children who scored higher on standardized intelligence and achievement tests.

Emerging Technology Center Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New and Noteworthy:

- The **Emerging Technology Center** will host a Brown Bag Lunch presentation to discuss "How to Get from Estimates to Actuals and Stay in the Black." This presentation, which offers a practical approach to align actuals with estimates using management tools, will be held on Thursday, Feb. 5, 2003 at 12 p.m. The guest speaker will be Hillel Glazer from Entinex, Inc.
- **Glow in the Dark Studios**, an Internet-based communications and software development firm, has integrated a large national nonprofit into its data management product, Glows.DMS. This represents the 60th site managed with Glows in the Dark's product and the first customer to upgrade to version 3.1 of Glows.DMS.
- **Alexander & Tom**, an interactive marketing agency, has hired a new Director of Strategic Marketing, Mike Matthews. In addition, the company has launched a CD-ROM for Sylvan Learning's Walden University and three new web sites for Under Armour, a Baltimore sports apparel company.

techcenter@UMBC

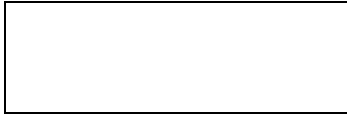
University of Maryland, Baltimore County

www.umbc.edu/Business/Research

Contact: Walt Schulz, email: wschulz@umbc.edu

New and Noteworthy:

- **Emeron, Inc.**, an Internet development, hosting, promotion and consulting company, has merged with Diamond Technologies, a Delaware-based systems integration and software consulting firm. Both companies have pioneered the use of online applications for business, government and nonprofit organizations.
- **Cognate Therapeutics**, which provides high level advice and biotechnology support to early stage companies, has expanded to more than 14,000 square feet of space. Originally housed in 2,500 square feet in the techcenter@UMBC's main building, Cognate will move into newly renovated offices and labs located in the Center's biotechnology building.



Graduate News:

- **Digimo, Inc.** recently graduated from the techcenter@UMBC. Andy Lufburrow, the company's CEO, was the first student entrepreneur in the center's high-tech student business incubator program in January 1999. Digimo is now located on Water Street in downtown Baltimore.

**Technical Innovation Center
Hagerstown, MD**

www.technicalinnovationcenter.com

Contact: Chris Marschner, email: marschnerc@hcc.cc.md.us

New and Noteworthy:

- **Verestar Government Services**, a global provider of satellite integration services, has received a SPECTRUM contract from the Department of State. Based on a Best Value competitive award, the Diplomatic Telecommunications Service Program Office (DTS-PO) awarded contracts to five companies including Verestar. Verestar will have the opportunity to receive up to \$36 million per year from the 10-year indefinite delivery indefinite quantity (IDIQ) contract. The contract could add another 10 jobs to Verestar during the contract, bringing the total to 18.

Graduate News:

- **P&D Creative Company, Inc.** recently graduated from the Technical Innovation Center and was awarded a \$1.2 million export order for this coming year. P&D develops and manufactures industrial non-toxic cleaning agents.

**College of Southern Maryland's Entrepreneur and Leadership Center
Charles County Business Incubator/Calvert County Business Incubator**

www.csm.cc.md.us/business/ecdi/incubate/index.htm

Contact: Danita Boonchaisri, email: danitab@csm.cc.md.us

New and Noteworthy:

- **Infotek International, Inc.** received 8(a) certification from the U.S. Small Business Administration, which will increase its ability to compete and win contracts, enhancing its growth.
- The **Calvert County Business Incubator**, which is approximately 700 square feet and houses two companies, will expand to more than 4,000 square feet in mid-February. The newly renovated space will provide the same counseling, business services, and resources to growing companies, but the new space will provide greater flexibility and will accommodate up to six businesses.

Maryland Technology Development Corp. (TEDCO)

**Incubator Companies of the Year Awards Applications
Available for Maryland Incubator Companies**

BALTIMORE, Md. (January 27, 2003) – The Maryland Technology Development Corp. (TEDCO), American Express Tax and Business Services and Saul Ewing LLP announced that applications are now available for the **2003 Maryland Incubator Companies of the Year Awards**. The awards, chosen by a group of regional industry leaders and early-stage investors, has been recognizing the achievements of current and graduate companies within Maryland's incubators for the past three years.

Nomination forms and instructions for submission are available on the Incubator Awards website: www.mdincubatoraward.com. Applications are being accepted now through February 28. The awards will be presented during a ceremony on June 11, 2003, at the Baltimore Museum of Industry and are endorsed and supported by the Maryland Business Incubation Association (MBIA)



TEDCO and Rep. Steny Hoyer Announce \$200,000 to Four Companies for Tech Transfer Under NTCI Program

UniTech, Calvert Hydraulics, System Excelerator and RL Associates each receive \$50,000

COLUMBIA, Md. (January 16, 2002) – The Maryland Technology Development Corporation (TEDCO) (www.MarylandTEDCO.org), in collaboration with The Patuxent Partnership (TPP) and the Naval Air Warfare Center - Aircraft Division (NAWCAD), announced awards of \$50,000 each to four companies under TEDCO's NAVAIR Technology Commercialization Initiative (NTCI) program. The awards given to UniTech, Calvert Hydraulics, System Excelerator and RL Associates total \$200,000 and allow technologies from NAWCAD to be developed for marketplace applications. Congressman Hoyer was a major proponent in securing the funds needed for the NTCI program.

TEDCO Awards \$50,000 to New Hope Pharmaceuticals From the Maryland Technology Transfer Fund

GAITHERSBURG, Md. (January 6, 2002) — The Maryland Technology Development Corporation (TEDCO) (www.MarylandTEDCO.org) awarded New Hope Pharmaceuticals (NHP) \$50,000 through its Maryland Technology Transfer Fund (MTTF) program. NHP, which is working in collaboration with technology from Dr. Donald Small's laboratory at the Johns Hopkins University (JHU), received the funds to support the collaboration between NHP and Dr. Small to define the clinical relationship between a cancer patient's status, particularly those with acute myeloid leukemia, and their sensitivity or resistance to currently available chemotherapy.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from the Maryland Technology Development Corporation (TEDCO). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Fick at (410) 902-5058 or lfick@mgopr.com or log onto www.MarylandTEDCO.org.

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